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FM AMEMBASSY BERLIN  
TO RUEHC/SECSTATE WASHDC PRIORITY 3068  
INFO RUCNFRG/FRG COLLECTIVE  
RUEHSA/AMEMBASSY PRETORIA 0258  
RUCPDOG/USDOC WASHINGTON DC  
RUEKJCS/SECDEF WASHINGTON DC  
RUEPINS/HQ BICE INTEL WASHINGTON DC

UNCLAS BERLIN 000067

SENSITIVE

SIPDIS  
STATE FOR PM/DTCC - BLUE LANTERN COORDINATOR (MAZZARELLI)  
STATE FOR EUR/CE PETER SCHROEDER

E.O. 12958: N/A  
TAGS: [ETTC](#) [KOMC](#) [SF](#) [GM](#)  
SUBJECT: BLUE LANTERN REPONSE: POST-SHIPMENT END-USE CHECK  
ON LICENSE 050115687

REF: STATE 123126

¶1. (SBU) Per reftel request, after an initial investigation, we assess that ASC is a reliable recipient of United States Munitions List (USML) items. We will conduct a site visit on March 3, 2009 to complete this investigation.

¶2. (SBU) Ms. Renate Bay, ASC's Marketing and Customer Service Director, provided post on January 13, 2009 documentation (via email) of a delivery notice of the Honeywell accelerometers (QTY 12) to Carl Zeiss Optronics GmbH. The delivery notice is dated September 15, 2008 and contains all 12 serial numbers of the accelerometers.

¶3. (SBU) Bay confirmed to EconOff that ASC has secure facilities, maintains proper accounting and understands all restrictions placed on USML items. Bay stated that ASC always retains positive control over USML items. She explained that as soon as ASC receives a USML item, they are immediately registered in ASC's system and checked according to individual serial numbers. Then, the items are re-shipped to the end-user on the same day. Bay added that "the only personnel that have access to the items are Mr. Bay, ASC's CEO, and myself."

¶4. (SBU) ASC was founded in 2006 and is a producer of high-end, compact, environmentally ruggedized accelerometers. In addition, ASC is the exclusive distributor of Honeywell accelerometers in Germany, Austria, and Switzerland. ASC currently services customers worldwide in the United Kingdom, Italy, and Turkey. According to their website, they will soon add France and Japan to their customer list. Further information can be found on ASC's website at [www.asc-sensors.de](http://www.asc-sensors.de).

COMMENT

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¶5. (SBU) ASC was very responsive to all questions regarding this transaction. They responded in a timely matter and appeared sincere about the careful handling of USML items. Their approach to ensuring positive handling of USML items is minimal in that they simply ship USML items to their customers on the same day they receive the items. This practice minimizes the exposure of these items to potential third parties. Post will conduct a site visit on the morning of March 3, 2008 and follow this cable up with and email response to Blue Lantern coordinator Tim Mazzairelli.  
Koenig